

Real Estate Forum[®]

June 2015

The Managed Network of Owners

OPPORTUNITY KNOCKS

**GO LOCAL IN...BOSTON & BAY AREA
PLUS: CALIFORNIA'S WOMEN OF INFLUENCE**

ALTERNATIVE LENDERS' NEW FOCUS

Geoffrey H. Woodward (left), President, C-III Realty Services, and
Jay B. Olshonsky, President, NAI Global

An **ALM** Publication

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Women of Influence

As part of a series on accomplished women in the industry, REAL ESTATE FORUM is profiling professionals whose achievements have made them standout performers in their local commercial real estate markets. This month, we've selected nearly two dozen outstanding professionals who have made a name for themselves in the state of California, from San Francisco to San Diego. Be it through their dealmaking prowess, leadership skills or impact on the local community, these executives' careers shine particularly bright in the Golden State.

By Kristian Seemeyer



HEIDI BECKER

Senior Real Estate Manager
Voit Real Estate Services
San Diego

After completing her MBA, Heidi Becker came to San Diego and accepted a property manager role with a local developer. She later held positions of increasing responsibility with Lincoln Property Co., the Abbey Co. and

Davis Partners. Currently a director with Voit Real Estate Management Services, Becker oversees a two-million-plus-square-foot portfolio of real estate—and management teams—in California, Arizona and Nevada. She is hands-on with her properties, employees, vendors, brokers and owners. Becker elevated the performance of the teams and, ultimately, the properties to the highest practical level for the investment, exceeding both budget projects and client expectations. Becker says, "There is no better time for women in California's commercial real estate market. More women are seeking careers and succeeding in brokerage, a previously male-dominated industry."

result, she has assisted all of her staff in obtaining real estate licenses and has guided her agents to further their education through CCIM courses and certifications. Additionally, Blair operates and manages a commercial real estate management firm with more than 750,000 square feet of property. In 2014 Blair led the company to its highest level of production ever through her leadership, recruiting efforts and support. She also led the effort that resulted in CBC Blair Westmac being chosen as one of only three brokerages to represent the City of Long Beach in the disposition of its former RDA properties.



SUSAN BOOTH

Partner
Holland & Knight LLP
Los Angeles

Susan Booth has played a key role in developing Holland & Knight's real estate practice, which in 2013 was recognized by *US News and World Report* as the Law Firm of the Year in Real Estate Law. Working to expand

the firm's presence on the West Coast, Booth has been a critical force in creating and maintaining Holland & Knight's influence in Southern California's real estate community. As the head of the West Coast real estate practice group, she oversees the day-to-day management of real estate matters in the Los Angeles, San Francisco and Portland offices, a team of nearly 30 lawyers, each of whom handles complex local, national and international transactions. During the past several years, Booth was the lead attorney on more than \$1 billion in real estate transactions, including the acquisition by a large shopping center investment company of a significant ownership in a major Utah retail development.



BECKY BLAIR

President and Principal
Coldwell Banker Commercial Blair Westmac
Long Beach

As president and principal of Coldwell Banker Commercial Blair Westmac, Becky Blair oversees the day-to-day operations of the office, including the managing, training and coaching of the 12 agents currently at the brokerage

firm. For both the agents and staff, Blair personally sees to their education, growth, and development and makes it a priority. As a

**BARBARA BOUZA**

Principal and Managing Director
Gensler
Los Angeles

Barbara Bouza is co-managing director of Gensler's 500-person Los Angeles office and a firmwide leader of the health & wellness and life sciences global practice areas. With revenues of \$100 million, the Los Angeles office is the hub for Gensler's Southwest Region of more than 875 professional staff. Bouza is both internally and externally focused with business development, client leadership and talent development. She is spearheading the Women's Leadership Initiative program for the Los Angeles office with the goal of rolling this out to all staff on a firmwide basis. Bouza has also been a key sponsor for Gensler's Global NextGen Leadership program that focuses on the development of staff with five to 10 years of professional experience. Bouza has continued to grow local accounts across various markets including healthcare, life sciences and senior living residential. Key clients include Amgen, Cedars-Sinai Medical Center, Kaiser Permanente, Dignity Health, City of Hope, Los Angeles Jewish Home and JPL/NASA.

**MARGO BRADISH**

Partner
Cox, Castle & Nicholson
San Francisco

Margo Bradish is one of the top land use attorneys in California, known for her expertise in guiding corporate and developer clients through the entitlements process for complex, high-profile projects throughout Northern California. Bradish extends her focus beyond the legal aspects of the entitlements process to strategically navigate community, political and business considerations for her clients. She shepherds them through complicated legal matters, providing creative solutions to gain support for their projects. Bradish was recognized in 2014 by being counted among Northern California Super Lawyers Top Women Attorneys, and the Northern California Super Lawyers between 2012 and 2014. Bradish represented landowner LG Business Park LLC in the transaction that the *Silicon Valley Business Journal* honored as 2014's Most Creative Deal in commercial real estate.

**RUTH BRAJEVICH**

Chief Marketing Officer
Ware Malcomb
Irvine

For the past eight years, Ruth Brajevich has overseen strategic planning, marketing, communications, PR and people initiatives for Ware Malcomb. As the only female member of the firm's executive team, she brings a unique leadership perspective. Under her leadership, Ware Malcomb's marketing team has been recognized with 11 national awards. An experienced executive, Brajevich also oversees the management of the marketing team, leads the external and internal communications strategy for the firm and provides leadership coaching to Ware Malcomb leaders in all 16 offices. Additionally, she oversees the culture/people initiatives within the firm. Brajevich is currently involved in the implementation of a company-wide leadership training program, mentoring program and health and wellness program, and she brings continued innovation to the firm's annual strategic planning process. Brajevich strategizes and facilitates leadership meetings for all of Ware Malcomb's senior-level staff.

**MONIQUE BURROLA**

Director of Operations
Partner Engineering and Science Inc.
Torrance

Monique Burrola is one of the founding principals and shareholders of Partner, as well as a member of the board of directors and executive team. She currently directs the operations for the firm, which has grown from seven employees to over 500 in less than eight years. Under Burrola's operational oversight, the firm has made the *Los Angeles Business Journal's* list of fastest growing private companies four years in a row as well as *Engineering News-Record's* Top 200 Environmental Firms and Top 500 Design Firms Lists in 2013 and 2014, and has grown to be one of the top environmental due diligence firms in the country by volume. Burrola manages Partner's broad range of technical services throughout the US, the project coordination department, human resources and recruiting, as well as training of new employees. She handles workflow and efficiency modeling, sales and profit and loss analysis, formulating and communicating policies, ensuring goals are met and planning the use of internal resources to optimize Partner's efficiencies, output and profits.

**ANTONIA CARDONE**

Senior Vice President
DTZ
San Francisco

Operating out of the Bay Area, Antonia Cardone leads DTZ's West Coast workplace strategy practice. She has more than 20 years of experience and a commitment to excellence in thought leadership to her role. She works closely with DTZ portfolio management, brokerage and project management leads to deliver superior workplace strategy services to clients. Cardone and her team devise strategic plans to optimize space utilization, create dynamic and flexible workplace environments and future-ready buildings and portfolios. She also plays a key role in expanding brand awareness of DTZ and its broader range of service offerings beyond brokerage and agency. She has delivered major programming and planning projects to clients around the world with a focus on experience in North America and Asia Pacific. With both public and private sector experience, Cardone has served clients in a multitude of industries including: corporate; banking, insurance and financial; science and technology; research and development; public administration and government; and education.

**MERYL CHAE**

Partner
Skadden, Arps, Slate, Meagher & Flom LLP
Los Angeles

Meryl Chae leads Skadden's Los Angeles real estate practice and co-leads its global REIT practice. She advises clients worldwide on a range of complex REIT and real estate matters including property acquisitions and sales, leaseings, financings, partnership and joint venture formations, reorganizations and public and private placements of real estate securities. Her clients have included buyers, sellers, landlords, tenants, borrowers and lenders, with a particular emphasis on the representation of REITs. Chae's outstanding reputation in the real estate industry stems from her work on such headline transactions as the recent partnership between her client AustralianSuper, Australia's

largest industry super fund, and General Growth Properties Inc. to own and operate Ala Moana Center, located in Honolulu. Ala Moana Center is one of the largest and most productive shopping malls in the world, valued at approximately \$5.5 billion.



KRISTEN CROXTON

**Senior Vice President
Capital One Bank
Newport Beach**

Active in commercial real estate for more than 18 years, the past 12 in California, Kristen Croxton opened the West Coast office of Beech Street Capital with her partner, Greg Reed, in 2011. Beech Street combined with

Capital One Bank's commercial real estate business in November 2013, and she is now working on the expansion of Capital One Bank's commercial real estate business in the Western US. Since 2011, Croxton and Reed have been involved in well over \$1 billion in financings. Croxton's primary responsibility is originating loans under the Fannie Mae, Freddie Mac and FHA programs, as well as through Capital One's balance sheet products. She manages a West Coast-based team office of 14 professionals. In addition, Croxton is working to build out Capital One's commercial real estate capabilities in the Western US, which will allow her to provide more solutions to her clients, including construction and bridge loan options, debt options on office, retail and industrial along with commercial banking products that include treasury management and deposits.



PAMELA DAY

**Founder & Managing Partner
Crimson Cos.
Los Angeles**

Pamela Day is the rare female developer who is the sole principal of her firm, founding it from nothing. Day built the Crimson Family of Cos., a fully integrated group of real estate investment/development companies that under-

writes, acquires, entitles, develops, owns and manages properties throughout California. Crimson has grown to become one of the hottest developers and most respected investment shops in California multifamily, with projects throughout the San Francisco and Los Angeles markets. Day formulates the vision and drives execution of the Crimson business plan. Since its inception in 2002, Day has designated the firm's investment strategies, sought and completed its acquisitions, and has overseen the construction and management of the firm's assets. Day is the sole principal in the Crimson Cos. She oversees the advisory boards as well as the teams that carry out the business plans on each project.



CLARE DeBRIERE

**Chief Operating Officer and EVP
Ratkovich Co.
Los Angeles**

Clare DeBriere is transforming Los Angeles brick by brick through her passion for real estate and her love of the city. As the Ratkovich Co.'s chief operating officer, DeBriere spearheads the company's largest business deals,

including its first significant move into hospitality and retail with the Bloc. Under DeBriere's leadership, the company is investing \$180 million to transform the 1.8-million-square-foot structure into one of the most hotly anticipated properties in Los Angeles'

up-and-coming downtown scene. DeBriere has also led the revitalization of the Hercules Campus, a 28-acre property that includes the hangar where Howard Hughes' legendary Spruce Goose was built. Her vision turned the neglected piece of history into one of the most desirable locations for creative office and production spaces in Los Angeles' Silicon Beach. DeBriere's imagination and tenacity has helped to establish the Ratkovich Co. as the go-to developer for reinvigorating historic properties.



VANESSA DELGADO

**Director
Primestor Development Inc.
Los Angeles**

Vanessa Delgado is one of a handful of female developers creating successful projects in urban areas. She has contributed to the industry at large through active involvement and participation in trade organiza-

tions, and with her focus on development in underserved communities. Her leadership, professionalism and work ethic are said to have a direct impact on the overall success of her employer, Primestor Development. Delgado's personality and in-depth knowledge of the industry have made her an exceptional mentor, a highly respected individual and an invaluable asset to those she works with. Delgado is the director of development for Primestor and serves as the only female member of the firm's executive team. She is responsible for managing Primestor projects through the development cycle. Delgado has recently developed or is working on over \$300 million and 2.2 million square feet of commercial projects with an expertise in public-private partnerships.



BARBARA EMMONS

**Vice Chairman, CBRE
Los Angeles**



DARLA LONGO

**Vice Chairman, CBRE
Los Angeles**

The team of Barbara Emmons and Darla Longo brings more than 60 years of combined experience to CBRE. During her 36-year career with the firm, Longo has become a nationally recognized entrepreneurial leader, visionary, motivator and mentor. She has risen to the top ranks for CBRE brokers. She was the first woman at the firm to receive the vice chairman title in 2006. Longo is the first woman in the company's history to be elected to the CBRE board of directors and she is a managing director of CBRE's West Coast institutional group. Longo has also served on the board of several non-profit and charitable organizations. Longo has been awarded the CBRE McCarthy award, the company's highest honor for integrity, ethics and leadership. In her 26 years as a broker, Emmons has learned to work extremely hard without exceptions and without expectations. A typical day is not in the cards for a top-performing professional such as Emmons. She also actively trains young professionals to take the reigns, contributing to one of the reasons why she is an inspiration and mentor to women in commercial real estate and in the Southern California business community. Emmons was the winner of CBRE's Endurance of Spirit Award, given to a top professional that focuses on mentoring, philanthropy, professional development and personal enrichment.

**VICTORIA GREETHER**

Vice President, Asset Management
Westcore Properties
San Diego

Victoria Grether executes and defines business plans to reposition and sell assets, facilitate company-wide acquisitions and dispositions for Westcor Properties. She is able to execute a strategic, yet dynamic business plan for the assets under her watch. Grether keeps the high level business plan in mind while also diving into the details and analytics when needed. She develops and maintains strong broker relationships to aid in the successful execution of an asset's business plan over the investment's entire life cycle: acquisition, renovation, lease-up and disposition. Her broad skill base allows her to efficiently and successfully tackle any project thrown her way and juggle multiple complicated projects at a time. Grether notes how the industry has changed: "While commercial real estate has historically been a male-dominated industry, many companies are recognizing the strengths that women bring to the industry. Women make very effective leaders and having both male and female perspectives working together will only create a stronger workplace and encourage continued innovation."

**RACHEL HOWITT**

President/CFO
NAI Capital
Encino

Rachel Howitt has succeeded in keeping her company's revenues stable and its credit position firm throughout the recession in such a way that, where other companies have found themselves bankrupt or deeply in debt, the past five years at NAI Capital Inc. have shown increases in profitability. Howitt successfully oversees all financial and administrative matters relating to NAI Capital. With more than 27 years of experience leading the company, she is also responsible for exploring strategic alliances to enhance the depth and scope of the services NAI Capital provides to its clients, including strategizing on company expansion plans. Throughout her tenure, deal volume has increased 40% from 2010 to 2014. Deal values also increased 29% from 2012 through 2013. She maintained and strengthened the company's net cash position by controlling costs and streamlining finance processes.

**KAREN KENNEDY**

President & Founder
National Asset Services
Los Angeles

Karen Kennedy's primary responsibilities are to vigorously represent the financial interests of all investors of properties that NAS manages in all financial transactions as well day-to-day operations. She constantly monitors property operations in each market and actively engages investors to ensure that the NAS credo of enhancing property value through unbiased, objective and transparent management is always being realized. Kennedy is directly involved in business development through her ever-growing network. In addition, she directs strategic planning for the firm and stays in touch with all facets of the company by actively participating in conference calls with owners of challenged properties, leading weekly

company reviews with the NAS team, and staying current with trends impacting commercial real estate nationwide and in the markets where NAS properties are located.

**MONIQUE LAWSHE**

Senior Vice President
GHC Housing Partners
Los Angeles

Over the past 25 years, Monique Lawshe has made substantial contributions to the production and preservation of affordable housing in Southern California and throughout the country. Lawshe has worked to increase GHC Housing's portfolio from 1,000 units in 2003 to more than 19,000 units over the past 13 years. GHC owns and operates affordable housing in 24 states across the nation. She has been a key contributor to building the company's portfolio. Prior to her role at GHC, she was a leader in Southern California's affordable housing industry and ran one of the most active and innovative nonprofit development companies in Los Angeles for several years. Lawshe is responsible for identifying properties to acquire and shepherd them through the financing and acquisitions process. She provides leadership to the acquisitions team at GHC and interacts with sellers, lenders, legal representatives, government officials and investors to ensure successful completion of transactions.

**JESSICA LEVIN**

Director, Acquisitions
Intercontinental RE Corp
Sherman Oaks

Jessica Levin has continually shown her ability to produce and close transactions. Over her 15-year career, Levin has helped to manage and acquire in excess of \$2.5 billion in total real estate. She also spends considerable time mentoring young women in real estate. Levin's current responsibilities include covering property acquisitions for all product types. Her region includes all markets from Denver west to Hawaii. In this role, she is responsible for opportunity identification and transaction execution. She oversees the solicitation, analysis, underwriting and negotiation of all real estate acquisitions. Levin is also a voting member on Intercontinental's investment committee. She is also in charge of running all day-to-day operations for Intercontinental's West Coast office, located in Los Angeles, which she helped launch in August 2007.

**LAURIE LUSTIG-BOWER**

Executive Vice President
CBRE
Los Angeles

Laurie Lustig-Bower got her start in the commercial real estate brokerage business by training under one of the top producers in CBRE who specialized in sales of office, retail, industrial and multifamily properties. After three years of his mentorship, she started off on her own and decided to specialize in multifamily properties. After a few years on her own, she became one of the top producers within CBRE and a team was built around her in order to enable her to grow her business and provide more service to her clients. In 2014 Lustig-Bower completed the sale of an entire city block

consisting of five parcels of land in Downtown Los Angeles that is entitled for approximately 1.65 million square feet of multifamily, hotel, office and retail space. The 6.33-acre site, known as Metropolis, was purchased by China-based Greenland Group. Another major transaction was a rare land sale that received some of the highest offers in the United States for condominium development. Lustig-Bower sold the site in 2007 for \$500 million.



JENNIFER McELYEA

Managing Director
Watt Investment Partners
Santa Monica

Jennifer McElyea is a hard-working leader who has been involved in the real estate industry in one way or another for more than 10 years. She is accomplished scholastically, having received a Bachelor of Arts in Economics and German Literature from the University of Virginia and a Masters of Real Estate Development from the University of Southern California. McElyea is also well respected within the industry, having worked at some of the largest real estate institutions and now running a real estate investment platform. McElyea joined Watt Investment Partners as a managing director in 2011 and is responsible for the sourcing and management of equity investments. On how the industry has changed, McElyea says: "I think the environment in California is more progressive with respect to accommodating working mothers and parents, which has allowed me and a greater number of my peers to work their way up through the

ranks of commercial real estate. There is still room for improvement on this front but the net benefit to the market with respect to the greater representation of women in the space is quite significant."



JODI MEADE

Principal and National Director
Avison Young
Los Angeles

A 30-year veteran of the CRE brokerage industry, Jodi Meade is considered one of the nation's foremost automotive properties experts. A decade ago in an entrepreneurial move to fill a void she identified in the market both nationally and globally, Meade founded and launched the Automotive Properties Group at CBRE. Since that time, it evolved into a very deeply defined niche that has grown exponentially over the last decade. Since its inception, Meade has led more than \$750 million in automotive commercial real estate transactions. About one year ago, Meade left CBRE and brought the Automotive Properties Group to Avison Young, where she believes the firm's entrepreneurial platform will make way for a growing number of new opportunities. Her past and current client list is made up of an impressive roster of firms, with some of the most successful and recognizable names in the automotive industry including: General Motors, Ford Motor Co., Tesla Motors, Premier Automotive Group, Sonic Automotive, Tesla Motors, Sage Automotive Group, West Coast Customs and Penske Automotive.

**AVISON
YOUNG**

Avison Young congratulates
Jodi V. Meade on being
recognized as one of
Real Estate Forum's
Women of Influence:
California.

We are proud of
your achievements
and thank you for
your contributions.



Jodi V. Meade, CRX, CSM, CCIM
Principal and Practice Leader,
Automotive Properties Group

www.avisonyoung.com



KBS



CONGRATULATING

KBS Chief Accounting Officer

Stacie Yamane

on her inclusion in
Real Estate Forum's
2015 Women of Influence.

KBS is one of the nation's leading commercial real estate investment advisors. Since inception in 1992, the company has acquired over \$20.5 billion in commercial real estate investments for institutional and retail investors.

www.kbs.com

**DARCY MIRAMONTES****Executive Vice President****JLL****San Diego**

Darcy Miramontes specializes in multifamily investments in Southern California. As part of the capital markets division, she leads the valuation, marketing and disposition of apartment properties throughout San Diego and the Inland Empire. During her 15 years of experience, she has represented a wide array of clients including institutional and private investors. She provides a range of expert services to these investors, including asset consultation, financial evaluations, contract reviews and deal point negotiations that fit each client's real estate needs. Miramontes is licensed to practice real estate in both California and Nevada, where she has negotiated the sale of over 11,200 units totaling more than \$1.25 billion in transactions.

**HOLLY NEBER****President****AEI Consultants****Walnut Creek**

As head of a national environmental and engineering due diligence and assessment firm, Holly Neber oversees operations that delivered more than 14,000 assessment products to commercial real estate transactions across the US last year. AEI's assessment work facilitates successful transactions by delivering due diligence quickly and providing solutions to any issues that are discovered. Neber is one of the few

women presidents in this industry, and she is leading one of the foremost assessment firms serving the CRE community. Neber is responsible for the day-to-day operations of AEI, a national employee-owned firm with 20 offices located across the US. She is responsible for building on the company's reputation for responsiveness and quality consulting to further grow the company and its relationships with both clients and industry partners.

**JANET D. NEMAN****Senior Managing Director****Charles Dunn Co.****Los Angeles**

Janet D. Neman serves as senior managing director with Charles Dunn Co., with more than 29 years of experience in commercial real estate. Exceeding company expectations year over year, Neman has been named among the top producing agents multiple years with the firm, including 2013 and 2014, with more than \$110 million in sales transactions each year. She is an expert in the analysis, marketing and sale of multifamily, office and retail properties. She specializes in the sale of portfolio investments for high net worth private investors in the Southern California market, as well as on a national basis. Over her career, Neman has completed a total of \$1.1 billion in sales transactions. Neman is also employing her skills and knowledge of commercial real estate to the next generation of brokers and is making a daily contribution to break the gender barrier in commercial real estate brokerage. She currently mentors a new female associate whereby she assists her with developing aggressive broker tactics and strategies.

Coldwell Banker Commercial**BLAIR WESTMAC**

Long Beach, CA

(562) 495-6070

www.cbcblair.com

Congratulations to Becky Blair

Recognized as one of Real Estate Forum's Women of Influence: Californiacbcworldwide.com

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**GLORIA NERI**

Senior Vice President
First American Title Co.
Los Angeles

Gloria Neri's current responsibilities are to garner the title insurance and settlement services for large real estate transactions across the nation as well as large national portfolios. This requires her to establish and maintain relationships with principals, attorneys, corporate real estate asset managers, lenders and brokers. Neri is also responsible for managing a team of esteemed title, closing and escrow professionals. Neri began her career as a commercial escrow assistant and progressively became an escrow officer, manager and eventually moved into sales. Neri and her team closed complicated portfolios of real estate totaling more than 1,000 individual properties in 2014. This resulted in over \$10 million of revenue to the company. Neri was awarded the DPK Circle of Excellence for the second year in a row for her production in 2014. She ranked third nationally for sales production at First American Title.

**LYNN OWEN**

Chief Operations Officer
TruAmerica Multifamily
Los Angeles

In her role as COO for TruAmerica, Lynn Owen is responsible for overseeing the asset and construction management of 111 apartment communities in six states, supervising eight asset managers, five project managers, and five property management companies. She also manages the firm's fast growth and cultivates and develops the relationships with the equity partners of the company. On how the industry has changed, Owen says: "Women have much more insightful approaches to business perspectives that men sometimes miss. The details of a deal, the people part of the business, reading between the lines of a negotiation, professional women are really good at those things and as more women enter into the commercial real estate business, that becomes more and more apparent as the volume of deals increases and those deals are closed by females. I have many, many former clients of mine who still call me right before they buy a deal just to ask if I will tour it and give them my insight."

**DEBORAH PERRY**

Senior Vice President
Colliers International
Walnut Creek

Deborah Perry has been involved in real estate since she was 18 and has consistently been a top producer. More importantly, she partners successfully with all sorts of brokers, bringing in the right talent for each property. Consistently the brokers she works with have sought out her expertise, relationship building skills, negotiation talents and careful attention to details that often make the difference of an opportunity being optimal for all parties involved. Her client relationships last long after the transaction and she often finds herself in the role of providing guidance for past clients on real estate choices that may not involve a current or upcoming transaction. She is part of the National Retail Steering Committee for Colliers International US as a regional team leader for Northern

California. Perry was also a founding member of Colliers' Western Region Steering Committee in 1999-2000.

**SONIA RANSOM**

Partner
Allen Matkins
San Francisco

Sonia Ransom is highly regarded for her extensive land use experience and she is typically involved with multiple major development projects throughout California at one time. Her keen intellect, high ethical standards, true professionalism and dedication to her clients are her trademarks and have earned her great respect and admiration from her colleagues and community. Ransom is a land use partner in Allen Matkins' San Francisco office. She is the former co-chair of the firm's renowned land use practice group and has served on the firm's compensation committee. On how the industry has changed, Ransom relates: "It is a great thing for women and the industry as a whole that there are so many women with a myriad of skills and talents that many can't be honored. People are unique and each person brings something unique to the table. In my opinion that's true, no matter what your gender is."

**CAROL SCHATZ**

President and CEO
Central City Association, Downtown Center
Business Improvement District
Los Angeles

In 1995, Carol Schatz was the first woman ever to be appointed as president and CEO of the Central City Association and then two years later she established the Downtown Center Business Improvement District. Two decades later, Schatz continues to be one of the driving forces behind the downtown Los Angeles renaissance. Under her leadership, the DCBID and CCCA have helped transform what was once a strictly nine-to-five business district into one of the hottest urban communities in the country. In her dual role, Schatz strives to enhance the quality of life Downtown as well as to attract investors, developers, residents and well-known retailers, restaurants, businesses and nightclub/entertainment venues to the area. Since 1999, downtown has seen its residential population triple and property values double, and has had more than 700 businesses open or relocate to the area; the renaissance shows no signs of slowing. In 2014, downtown investment and development was at an all time high, experiencing the start of construction of three \$1-billion mixed-used developments—the Wilshire Grand, the Metropolis and Figueroa Central, bringing thousands of jobs, residences, hotel rooms and numerous retailers to the growing metropolis.

**LISA STALTERI**

Director and Co-Chair, Real Estate Practice
Carr McClellan PC
Burlingame

Lisa Stalteri counsels public and private companies as well as high net worth individuals in the acquisition, disposition, financing, construction and leasing of real estate. Stalteri holds several leadership positions as the co-chair of the real estate practice group and co-president of Carr McClellan, all while maintaining a thriving

legal practice. Her network of professionals and service providers in the real estate industry allows her to assist her clients in putting together an effective, integrated team that closes deals. As of Jan. 1, 2014, Stalteri was named co-president of Carr McClellan, making her the first woman president in the firm's history. She also demonstrates her leadership abilities as co-chair of the real estate group. During the economic downturn when the real estate industry was hit particularly hard, Stalteri guided the group's members by encouraging them to pursue education in specialties that would be valuable to the marketplace after the recovery. Stalteri's ability to rally her team around this strategic vision has paid off; the group reports that it has increased revenue every year since 2009. Furthermore, Stalteri serves as a mentor to women lawyers which pays dividends on the firm's growth.



LYDIA TAN

Senior Vice President, Development
Bentall Kennedy US
San Francisco

Lydia Tan made a strong impact on Northern California real estate as a corporate officer, architect and developer. She supervised development and redevelopment of over 8,400 multifamily housing units resulting in billions of dollars of development. Tan's expertise in working with government agencies, non-profits and private-sector firms gives her credibility across a spectrum of stakeholders. In 2014, she joined investment advisor Bentall Kennedy, an industry



KITTY WALLACE

Senior Executive Vice President
Colliers International
Los Angeles

In her 18 years in the business, Kitty Wallace has consistently ranked among the highest performing industry professionals locally, regionally and nationally. Wallace was recognized by Pierce-Eislen as Los Angeles County's No. 1 Multifamily Agent. Over the course of her career, Wallace has closed more than 300 transactions totaling over \$2 billion of multifamily real estate. Her transactions have spanned throughout the nation with a heavy focus on the West Coast and primarily Southern California. Wallace works

First American Title National Commercial Services Congratulates

Gloria Neri

Sr.Vice President – National Account Manager
National Portfolio Specialist

for being named a *Real Estate Forum 2015 Woman of Influence*.

Congratulations to all of this year's honorees.



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